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of the population of Chile are either German or of German descent" (p. 215). Wagemann, the best single authority on Chile, himself a German, after trebling the Chilean figures of 1907 to allow for the second and third generations, does not make the population of German extraction more than 1 per cent, or the entire population, including other Latin Americans, more than 5 per cent of the total population of Chile. Another statement "On hides, coffee, rubber, and sugar, which are the leading exports from these countries [Latin America] . . . every country imposes . . . heavy export charges" (p. 272) should not be ignored in view of the importance of mineral and cereal exports, and especially because of the fact that the most important country of all—Argentina—and a heavy exporter of hides, has levied no export duty since 1906, and also that Peru and Uruguay have so cancelled and reduced their export duties as to render them almost nominal. These inaccurate statements are representative of a number noted.

SELDEN O. MARTIN.

Harvard University.

NEW BOOKS

ANTONESCU, C. G. *Die rumänische Handelspolitik von 1875-1910.* (Leipzig: W. Schunke. 1915. 5 M.)

BOWLEY, A. L. *The effect of the war on the external trade of the United Kingdom. An analysis of the monthly statistics, 1906-1914.* (London: Cambridge Univ. Press. 1915. Pp. 64. 2s.)

CHAPMAN, S. J. *The war and the cotton trade.* (New York: Oxford Univ. Press. 1915. Pp. 23. 5c.)

CROWELL, J. F., editor. *Exporting; practical suggestions, how to begin, conduct, and hold foreign trade.* (New York: West Side Y. M. C. A. 1915. \$5.)

Contains "First steps in exporting" (pp. 16), by B. O. Hough; "Export opportunities in South and Central America" (pp. 14), by W. E. Peck; "Export opportunities in the Far East and Australasia" (pp. 14), by W. Ring; and "Need of training for foreign trade careers" (pp. 10), by G. Vintschger.

DAY, C. *A history of commerce.* New edition. (New York: Longmans. 1914. Pp. xlv, 640. \$2.)

DIETRICH, R. *Unser Handel mit unsern Feinden.* (Leipzig: Duncker & Humblot. 1915. 1.50 M.)

- EBELING, H. *Wirtschaftliche Probleme bei dem deutsch-englischen Zuckerhandel*. Volkswirtschaftliche Abhandlungen der badischen Hochschulen, 29. (Karlsruhe: G. Braun. 1914. 2.40 M.)
- LAMBERT, H. *The ethics of international trade*. (London: Oxford Univ. Press. 1915. Pp. 24. 2d.)
- SCHROEDER, F. *Die gotischen Handelshallen in Belgien und Holland*. (Leipzig: Duncker & Humblot. 1915. 12 M.)
- SHAW, A. W. *Some problems in market distribution*. (Cambridge: Harvard Univ. Press. 1915. Pp. 135. \$1.)
- WACHA, D. E. *Four papers on commerce and statistics*. (Bombay: Chronicle Press. 1915. Pp. 93. 1s. 4d.)
- Exporters' encyclopaedia, 1915*. (New York: Exporters' Encyclopaedia Co. 1915. Pp. 1152. \$5.)
- Handbooks on London trades: food, drink, and tobacco trades; gas and electricity supply trades*. (London: Darling. 1915. 2d. each.)
- Meat export of Australia. Report of the Australian Royal Commission*. (London: Wyman. 1915. 6d.)
- Paper and stationery trade of the world. Compiled from consular reports and supplemented by Grosvenor Dawe, commercial agent. Special consular reports, no. 73*. (Washington: Dept. Commerce. 1915. Pp. 458.)
- Seattle. One of the freest ports in the world*. (Seattle: Chamber of Commerce. 1915. Pp. 32.)

Accounting, Business Methods, Investments, and the Exchanges

Installing Efficiency Methods. By C. E. KNOEPPPEL. (New York: The Engineering Magazine. 1915. Pp. 258. \$3.00.)

Practically all of the literature on scientific management has consisted of argument, pro and con, or of statements of methods and results. There is a demand for books that will give industrial managers an idea of how to find the weak spots in their organizations and how to go about correcting them. The book under review is, then, a valuable addition to the literature on scientific management, for the author is himself an experienced efficiency engineer and he goes into the actual details of the introduction of efficient methods of management.

The first five chapters are devoted to an exposition of the mental attitudes toward their business of the directors and executives of an industrial plant which has been losing money, of the prospects, and of what had best be done. A supposed interview between these directors and an efficiency engineer answers